

<b>Skylark's 2020 Budget</b>	January	February	March	April	May	June	July	August	September	October	November	December	1st Year
<b>Revenues:</b>	<b>103,000</b>	<b>100,000</b>	<b>120,000</b>	<b>115,000</b>	<b>118,000</b>	<b>120,000</b>	<b>131,000</b>	<b>141,000</b>	<b>121,000</b>	<b>117,000</b>	<b>108,000</b>	<b>123,000</b>	<b>1,417,000</b>
Cost of Goods Sold	30,900	30,000	36,000	34,500	35,400	36,000	39,300	42,300	36,300	35,100	32,400	36,900	425,100
<b>Gross Profit</b>	<b>72,100</b>	<b>70,000</b>	<b>84,000</b>	<b>80,500</b>	<b>82,600</b>	<b>84,000</b>	<b>91,700</b>	<b>98,700</b>	<b>84,700</b>	<b>81,900</b>	<b>75,600</b>	<b>86,100</b>	<b>991,900</b>
Manager Wages	6,487	6,487	6,487	6,487	6,487	6,487	6,487	6,487	6,487	6,487	6,487	6,487	<b>77,844</b>
Employee Wages Front/Back	30,900	30,000	36,000	34,500	35,400	36,000	39,300	42,300	36,300	35,100	32,400	36,900	<b>425,100</b>
Payroll Tax	3,708	3,600	4,320	4,140	4,248	4,320	4,716	5,076	4,356	4,212	3,888	4,428	<b>51,012</b>
PTO/Sick	618	600	720	690	708	720	786	846	726	702	648	738	<b>8,502</b>
Unemployment Tax	515	500	600	575	590	600	655	705	605	585	540	615	<b>7,085</b>
Workers Compensation	412	400	480	460	472	480	524	564	484	468	432	492	<b>5,668</b>
Medical Insurance	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	<b>15,000</b>
401-K Benefits	334	334	334	334	334	334	334	334	334	334	334	334	<b>4,003</b>
<b>Total COGS</b>	<b>75,124</b>	<b>73,171</b>	<b>86,191</b>	<b>82,936</b>	<b>84,889</b>	<b>86,191</b>	<b>93,352</b>	<b>99,862</b>	<b>86,842</b>	<b>84,238</b>	<b>78,379</b>	<b>88,144</b>	<b>1,019,314</b>
<b>Total Gross Profit</b>	<b>27,876</b>	<b>26,829</b>	<b>33,809</b>	<b>32,064</b>	<b>33,111</b>	<b>33,809</b>	<b>37,648</b>	<b>41,138</b>	<b>34,158</b>	<b>32,762</b>	<b>29,621</b>	<b>34,856</b>	<b>397,686</b>
<b>Expenses</b>													
Direct Operating Cost	6,180	6,000	7,200	6,900	7,080	7,200	7,860	8,460	7,260	7,020	6,480	7,380	<b>85,020</b>
Comps, Promotions & Marketing	1,040	1,010	1,212	1,162	1,192	1,212	1,323	1,424	1,222	1,182	1,091	1,242	<b>14,312</b>
General & Administrative	5,562	5,400	6,480	6,210	6,372	6,480	7,074	7,614	6,534	6,318	5,832	6,642	<b>76,518</b>
Utilities & Telephone	3,708	3,600	4,320	4,140	4,248	4,320	4,716	5,076	4,356	4,212	3,888	4,428	<b>51,012</b>
<b>Total Expense</b>	<b>16,490</b>	<b>16,010</b>	<b>19,212</b>	<b>18,412</b>	<b>18,892</b>	<b>19,212</b>	<b>20,973</b>	<b>22,574</b>	<b>19,372</b>	<b>18,732</b>	<b>17,291</b>	<b>19,692</b>	<b>226,862</b>
<b>Net Ordinary Income</b>	<b>11,386</b>	<b>10,819</b>	<b>14,597</b>	<b>13,653</b>	<b>14,220</b>	<b>14,597</b>	<b>16,675</b>	<b>18,564</b>	<b>14,786</b>	<b>14,031</b>	<b>12,331</b>	<b>15,164</b>	<b>170,824</b>
Rent & CAM	4,841	4,841	4,841	4,841	4,841	4,841	4,841	4,841	4,841	4,841	4,841	4,841	<b>58,092</b>
General Liability Insurance	516	516	516	516	516	516	516	516	516	516	516	516	<b>6,186</b>
Storage, Equip Rent	160	160	160	160	160	160	160	160	160	160	160	160	<b>1,920</b>
Legal & Professional Fees	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	<b>12,000</b>
Key Bank Amortization	1,733	1,733	1,733	1,733	1,733	1,733	1,733	1,733	1,733	1,733	1,733	1,733	<b>20,796</b>
Loan Interest	1,795	1,795	1,795	1,795	1,795	1,795	1,795	1,795	1,795	1,795	1,795	1,795	<b>21,540</b>
<b>Total Occupancy</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>10,045</b>	<b>120,534</b>
<b>Total Expenses</b>	<b>101,658</b>	<b>99,225</b>	<b>115,447</b>	<b>111,392</b>	<b>113,825</b>	<b>115,447</b>	<b>124,369</b>	<b>132,480</b>	<b>116,258</b>	<b>113,014</b>	<b>105,714</b>	<b>117,880</b>	<b>1,366,710</b>
<b>Profit Before Overhead</b>	<b>1,342</b>	<b>775</b>	<b>4,553</b>	<b>3,608</b>	<b>4,175</b>	<b>4,553</b>	<b>6,631</b>	<b>8,520</b>	<b>4,742</b>	<b>3,986</b>	<b>2,286</b>	<b>5,120</b>	<b>50,290</b>
<b>Officer Salary</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>60,000</b>
<b>Net Profit</b>	<b>-3,658</b>	<b>-4,225</b>	<b>-447</b>	<b>-1,392</b>	<b>-825</b>	<b>-447</b>	<b>1,631</b>	<b>3,520</b>	<b>-258</b>	<b>-1,014</b>	<b>-2,714</b>	<b>120</b>	<b>-9,710</b>
<b>Cash Projection</b>	<b>-3,658</b>	<b>-7,884</b>	<b>-8,331</b>	<b>-9,722</b>	<b>-10,547</b>	<b>-10,994</b>	<b>-9,363</b>	<b>-5,844</b>	<b>-6,102</b>	<b>-7,116</b>	<b>-9,830</b>	<b>-9,710</b>	<b>-9,710</b>